



3 Extensive coverage in *Arizona Highways* magazine this year helps us book a record number of multi-day excursions.



4 A flight to Sedona—with or without a stop for activities on the ground—is a trip you're not likely to forget.



6 A behind-the-scenes tour of Kolb Studios at the Grand Canyon offers a unique look at this historic building.

NEWS, STORIES, PHOTOS, AND SPECIAL OFFERS FROM FLYING M AIR, LLC

Exploring

ARIZONA BY HELICOPTER

www.FlyingMAir.com

December 2009





Welcome to the first edition of *Exploring Arizona by Helicopter*, the newsletter we've created to keep our current—and future—clients up to date with what's going on at Flying M Air.

In each issue of this newsletter, you'll find news, feature stories about specific trips or flights, and special offers on tours, day trips, and multi-day excursions by helicopter. You'll also see some of the great photos made by our staff and clients while exploring Arizona with Flying M Air.

We plan to publish *Exploring Arizona by Helicopter* monthly from October through March and bimonthly during the summer months, with issues appearing May, July, and August. The newsletter will be available as a screen-readable

PDF file on our Web site at www.FlyingMAir.com/info/newsletter/. Additional printed copies of the newsletter can be purchased from MagCloud at FlyingMAir.MagCloud.com. To be notified about each issue as it is released, join our mailing list by filling in the form on the sidebar on any page at www.FlyingMAir.com.

Although this month's content is a bit light, in future editions, we hope to offer profiles and first-person stories from clients and expanded information about partner companies.

In the meantime, if you have any comments about what you see here, please don't hesitate to get in touch. You can use the contact form on our Web site, www.FlyingMAir.com/info/contact-us/, or give us a call at 928/231-0196.

FLYING M AIR NEWS

WE'RE NOW BASED IN PHOENIX

After eight years operating in Wickenburg, AZ, we've relocated our helicopter to North Phoenix, AZ's Deer Valley Airport. This puts us much closer to our client base and has enabled us to drop prices for most tours and day trips. We do not maintain an office at Deer Valley; all flights are still by appointment only.

PER-FLIGHT PRICING IS BACK

After a confusing season of per-person pricing, we've returned to our old per-flight pricing structure. Whether you have one, two, or three passengers on a flight, the price is the same.

CONCIERGE INFO PACKAGES ONLINE

We've revised our concierge information packages for the 2009/2010 season. In addition to dropping off copies at our partner hotels and resorts, we've also made the package available for download from our Web site. Find it and other information about our services at www.FlyingMAir.com/info/downloads/.

NEW SOUTHWEST CIRCLE PRICING OPTIONS

We've added "a la carte" pricing options for our six-day Southwest Circle Helicopter Adventure excursion. The new pricing options make it possible to book your own hotels and tours and vary the length of the trip. This can save you money

and make a more customized excursion experience. You can learn more at www.FlyingMAir.com/excursions/southwest-circle/swc-a-la-carte/.

CUSTOM EXCURSION INFO ONLINE

We've also put some detailed information on custom excursions on our Web site. The information includes pricing options and examples to help you create and book the helicopter adventure vacation of a lifetime. Learn more at www.flyingmair.com/excursions/custom-excursions/.

ON THE COVER...

Flying M Air's helicopter cruises over the Quintero Golf Course northwest of Phoenix in this photo by Jon Davison.

EXPLORING ARIZONA BY HELICOPTER

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SOUTHWEST CIRCLE HELICOPTER ADVENTURE

“THE BEST WAY TO SEE ARIZONA IN A WEEK.”



It all started back in October 2008. We invited *Arizona Highways* magazine to send a writer or photographer with us on our six-day/five night Southwest Circle Helicopter Adventure. The other passenger would be a videographer working on a video about Flying M Air and its services.

Arizona Highways sent staff writer Keridwen Cornelius. Keridwen was treated as any other excursion passenger and experienced the same flights, tours, and lodging. This trip was her first time in a helicopter and despite her initial concerns, she really enjoyed it.



Keridwen's 10-page article, "A Better View," appeared in the May 2009 issue of *Arizona Highways*. It's a great piece, extremely well written and illustrated with photos by renowned aerial photographer Adriel Heisey.



Our phone started ringing and we started booking flights, including one the same month.

Late afternoon sunlight casts long shadows in the Grand Canyon. Photo by Maria Langer.



But things got better. In August 2009, *Arizona Highways* included Flying M Air in its "Best of Arizona" feature article, listing our Southwest Circle Helicopter Adventure as "the best way to see Arizona in a week." That led to a few more bookings.

In all, 2009 was the best year we've had to date for multi-day excursions. Repeatedly doing this excursion over a relatively short period of time has helped us iron out scheduling and logistics issues to ensure even smoother trips for our passengers and pilot. At this point we've "got it down to a science" and know exactly what we can expect at each stop.

We want to thank the folks who flew with us this year and invite them to submit photos and stories from their trips to us for inclusion in a future issue of this newsletter. And, of course, we also want to thank Keridwen Cornelius and the folks at *Arizona Highways* for giving us a few minutes of fame.

West Mitten Butte in Monument Valley just before sunset. Photo by Maria Langer.





SEDONA: TOUR OR DAY TRIP?

WE NOW OFFER TWO OPTIONS TO BETTER FIT YOUR TRAVEL PLANS.

Flying M Air has been offering day trips from the Phoenix area or Wickenburg to Sedona since 2005. Last year, however, we had a significant number of requests for a simple Sedona tour. These folks wanted to see Sedona's famed red rocks without spending half a day doing it.

This year, we've customized our Sedona tour experience by offering two different trips to Sedona: a tour or a day trip.

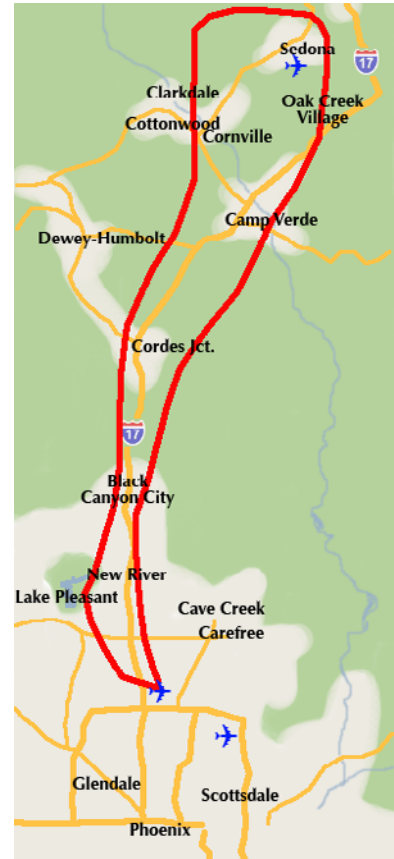
SEDONA TOUR

Our Sedona Tour departs Deer Valley or Scottsdale Airport for a scenic flight north to Sedona. Along the way, we pass beautiful Lake Pleasant, following the Agua Fria arm of the lake back toward Black Canyon City, pausing to take a look at the Indian ruins atop Indian Mesa.

We climb up the plateau to Cordes Junction, then head toward the southern end of Mingus Mountain. After slipping through a pass there, we hug the mountainside past mining ruins for a bird's eye look at the former ghost town of Jerome and

its open pit mine. From there, we head north to the red rocks and follow them east to the town of Sedona.

After passing the mouth of Oak Creek Canyon, we head south along route 179, overflying the Village of Oak Creek. We get a quick glimpse of the Montezuma's Castle cliff dwelling on Oak Creek before overflying the town of Camp Verde, climbing out of the Verde Valley, and heading back to the Phoenix area.



SEDONA DAY TRIP

Our Sedona Day Trip follows exactly the same route to and from Sedona and offers all of the same views. On reaching Sedona, however, we come in for landing at Sedona's mesa-top airport. Passengers have up to four hours on the ground for activities on their own:

- ❖ Enjoy breakfast or lunch at the Sedona Airport Restaurant, which features an outdoor deck perfect for airplane watching.
- ❖ Take a Jeep tour among Sedona's red rocks. We recommend the folks at Earth Wisdom Tours, who will come to the airport to pick up passengers for two-hour tours in their custom Jeeps.
- ❖ Hike the Airport Loop trail, which winds around Airport Mesa for spectacular views of red rocks.
- ❖ Take a taxi or limo down to Uptown Sedona or Tlaquepaque for shopping and dining.
- ❖ Rent a car to explore Sedona at a leisurely pace. Sedona Car Rental has a location at the airport and offers affordable car rentals by the hour or day.

These are just a few suggestions. Call us or visit the Sedona Chamber of Commerce Web site at www.SedonaChamber.com for other ideas.



SAVE TIME, SEE MORE

Helicopter travel time for both trips is roughly the same: two to two and a half hours total. Compare this to the four to five hours it would take to cover the same distance by car—without the scenic views.

Clearly, either option is a great way to visit Sedona if you're pressed for time and want a unique travel and tour experience.

To learn more about our Sedona tour or day trip, visit www.FlyingMAir.com/day-trips/Sedona or give us a call at 928/231-0196.

Courthouse Rock from Oak Creek. Photo by Maria Langer.

A panorama of east Sedona, shot from the Airport Loop Trail. Photo by Maria Langer.





Top-right: The photographic studio at Kolb Studio. Photo by Maria Langer.

Bottom-right: A typical souvenir photo taken from Kolb Studio in the 1980s.

Below: The sitting room in the Kolb Studio's living quarters. Photo by Maria Langer.

BEHIND THE SCENERY AT THE GRAND CANYON:

A RANGER-LED TOUR OF KOLB STUDIO OFFERS INSIGHT ON LIFE AT THE SOUTH RIM.

One of Flying M Air's most popular day trip destinations is the Grand Canyon. Although we are not permitted to overfly the canyon with our helicopter, we offer something better: a trip into the park for up to five hours of time on the South Rim.

Grand Canyon Village, which is now over 100 years old, is the center of activity at the South Rim. Filled with well-known historic buildings such as El Tovar, Bright Angel Lodge, and Hopi House, it's also the starting point for many tourists visiting the canyon. While most visitors spend much of their time looking into the canyon and across its expanse to take in the view, there are other activities behind the scenes that reveal the history of life on the Rim.

A ranger-led tour of historic Kolb Studio is one of these activities. Kolb Studio is perched on the side of the canyon at the head of Bright Angel Trail. It was built by Emery and Ellsworth Kolb, photographic pioneers at the Canyon. Begun in 1904, the building received several additions over the years. Not only was it a photographic studio, complete with darkroom, but it was also a home.



information about the history of the building, along with archival photographs of its builders and photographic subjects. You'll see that the brothers made good use of their scenic location by including large windows that looked out into the canyon in many rooms.

A highlight of the tour is the studio room. Two windows at the far end look out over the head of Bright Angel Trail. For years, the Kolbs photographed mule riders heading down the canyon and sold photos to the riders on their return. This practice was kept up into the 1980s, although it is no longer done.



Although the tour is free, advance reservations are required. The tour is conducted only once a day, seasonally from October through May, but may be available at other times. Call 928-638-2771 one day in advance to get on the list or to learn more about the tour.



The tour begins at the main entrance to Kolb Studio and winds down through the gallery and into the house below. The ranger shares a wealth of

DECEMBER SPECIALS

SPECIAL TREATS FOR YOU AND THE PEOPLE ON YOUR GIFT LIST THIS HOLIDAY SEASON.

Flying M Air is pleased to offer a number of special offers for the holiday season, including items perfect for celebrating the holidays and sharing as gifts.

CHRISTMAS LIGHT TOURS

This year, we're celebrating the holiday season by offering nighttime Christmas Light tours of the Phoenix area. Two different tours are available:

- ❖ **50-60 minute Phoenix Nighttime Tours** start at Deer Valley or Scottsdale Airport and follow our regular Phoenix Tour route around the Phoenix area. Flights are available from sunset through 9:00 PM. The normal cost of a Phoenix nighttime tour is \$595 for up to 3 people; if you mention this newsletter when booking, you'll save \$100.
- ❖ **30-minute Christmas Light Tours** start at Deer Valley Airport and tour the north Phoenix area, with a special emphasis on holiday lights. These flights are available on Mondays only, from sunset through 8 PM. This is the only 30-minute tour we offer and it is specially priced at \$295 per flight for up to 3 people.

ROBBIE BOOK

Flying M Air is pleased to offer Jon Davison's coffee-table book, *Robbie: The Robinson Helicopter Experience*, to newsletter readers at 20% off the retail price. This richly illustrated, hard-cover book makes an excellent gift for anyone interested in helicopters. It features Robinson helicopters flying real-world missions throughout the world.



The book normally sells for \$55; from now until December month-end, you can buy the book for only \$44. To sweeten the deal, we'll pay shipping for books shipped to addresses within the United States. All books are shipped via Media Mail; if you want a book to arrive before Christmas, we



recommend ordering before December 10.

To learn more about the book, visit its U.S. Web site, www.FlyingMProductions.com/robbie/. To order, call us at 928/231-0196.

Cockpit view of a night flight over Phoenix. Photo by Jon Davison.

GIFT CERTIFICATES

Every year, Flying M Air makes it easy to give the gift of flight by offering gift certificates for tours, day trips, and custom charters. You can purchase a gift certificate for a specific flight or for \$100 or more toward the purchase of a flight.

Our gift certificates are custom printed for the recipient and, when purchased for a specific flight, are accompanied by complete information about the flight purchased. Gift certificates are transferable but cannot be refunded or exchanged for cash. All gift certificates must be redeemed within 90 days of purchase.

IMPORTANT NOTE ABOUT SPECIAL PRICING

This special pricing is good through the month of December and is available to newsletter readers and Web site visitors only. You must mention this newsletter when booking a flight to get the special pricing. Discounts may not be combined with any other offer. Discounts do not apply to flights booked by travel agents, hotel concierges, or other third-party agents.

DECEMBER CALENDAR

Here's what's currently on our calendar for the month of December 2009. Availability on this calendar does not guarantee flight availability. All flights are by appointment only. Please call at least 24 hours in advance to book a flight.



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7 Special Christmas Light Tours (see p 7)	8	9	10	11	12
13	14 Special Christmas Light Tours (see p 7)	15	16	17	18	19
20	21 Special Christmas Light Tours (see p 7)	22	23	24 No flights after 3 PM	25 Closed for Christmas Holiday	26
27	28 Special Christmas Light Tours (see p 7)	29	30	31		

