

Bradley Pacific Aviation acquires Century Aviation in bankruptcy.

A long-time business associate, fellow Rotarian and friend, Richard Emery called me in 2004 and asked if I was familiar with a company called Century Aviation and its president, Louise Miyasato. He stated he was on the short list for bankruptcy trustee of an upcoming court order of a chapter 7 liquidation and was looking to gather some preliminary info on this organization. I told him I did know of them... which was an understatement.

Richard was the final choice to oversee the best course of action for the courts. I discussed Bradley Pacific Aviation's interest and we collaborated with the trustee to present the best scenario for the creditors. The trustee recognized it would be worth more as a working entity than just selling the assets. We knew eventually it would wind up in front of a bankruptcy court judge and be auctioned to the highest bidder but taking the lead would allow for the best results. We were able to set some parameters.

BPA worked close with the trustee to ensure that the value of Century did not diminish further while moving forward. After a few weeks, the trustee put BPA in charge of Century's operation with a management agreement to ensure best end results. This of course did not set well with Lulu. If anyone knew how Lulu operated, it was me and she knew this.

The State of Hawaii, Department of Transportation, Airports Division was one of the largest creditors being owed many months of back rents at the five airport locations as well as Century being in the arrears for tens of thousands of dollars on aircraft landing and parking fees. BPA approached the DOT with a proposal to allow for an extension of the land lease on the Honolulu facility. This lease was expiring soon and that lessened the value of Century. With a 10-year extension to that lease we believed the sale of Century in court would bring a figure that would allow for the State of Hawaii to recoup all that is owed. Ed Harata, Director of Transportation agreed to extend the lease to the successful bidder if they met the other airport requirements to hold to lease.

The trustee recognized that Century's one airline fueling contract cost them more than they made, and BPA took over the fueling during this process.

By this time Century had few customers and not many employees. Included in the staff that Lulu relied on was her two daughters and her boyfriend. My contractual oversight was not easy and questioned at every step.

Even though, Bradley Pacific Aviation took the lead, as we moved forward other interested parties quickly came on board. Air Service Hawaii which was now owned by Universal Aviation and Weather of Houston, Texas showed a strong interest. Lulu would meet with them, for she would certainly want them to succeed over me and would do anything she could to see that happen. Even though I was overseeing operations, Air Service Hawaii would be in closed door sessions with Lulu at the Century facility. Lulu had extraordinarily little authority but still could manipulate. Air Service Hawaii was fine with that assistance. Air Service Hawaii complained to the trustee on several matters to no avail. Richard Emery ensured that all his efforts were proper and focused on the best return to the creditors. The courts recognized his efforts as exemplary.

Castle & Cooke Aviation from Van Nuys also had a strong interest in Century. Dave Murdock, CEO of C&C, and its companies have had a relationship with Hawaii for many years and they were certainly in position financially to secure Century if they chose. Once Bob Yosaitis and I became aware of their position we asked if we could meet with them to discuss their interest. We flew to Van Nuys and talked about how we believed that the Century facility would not meet their needs. Dave Murdock's private aircraft would not fit into the Century Hangar and the footprint would not allow for expansion. We discussed other areas that would be negative to their operations. Bob Yosaitis also talked about ways he could reduce their aircraft fuel cost. We came away from the meeting with C&C withdrawing their interest in Century and finding ways we could do business in the future.

We continued to march forward to the day we would be in front of the judge and hear let the bidding commence.

The 2005 court date had come, and I was on a trip to Florida. Bob would be in the court to bid accordingly. Even though I was miles away, I was on the phone with Bob each step of the way. Air Service Hawaii was present along with Lulu Miyasato with a new investor to try again. The bidding was escalating to be beyond our original intent but understood the importance of this acquisition. It

was between Air Service Hawaii and Bradley Pacific Aviation with our current bid of \$2 million and holding. Air Service Hawaii requested a recess of 10 minutes to confer with Houston due to the current BPA bid being beyond their previously approved limit. Air Service Hawaii could not reach the individuals that could raise their limit and the courts time ran out and approved the BPA \$2 million bid.

It was almost 15 years to the day that Lulu fired me and asked me to leave the premises. It was now my day.