



## Press Release

***For Immediate Release  
October 2018***

### **BALDWIN SELECTED BY CUTTER AVIATION TO ENHANCE SAFETY MANAGEMENT SYSTEMS AT ALL LOCATIONS AND DIVISIONS**

*SMS Services will cover seven locations at nation's oldest continually family-owned FBO network*

**Hilton Head Island, SC – October, 2018**— Baldwin Aviation – Safety & Compliance, a leader in developing and implementing Safety/Quality Management and related business systems for transportation operations, has been selected by Cutter Aviation to define and enhance the safety focus at its seven domestic locations. Cutter Aviation, which was founded in 1928, is the oldest continually family-owned and operated Fixed Base Operation (FBO) network in America. It operates FBOs in Albuquerque, NM; Colorado Springs, CO; Phoenix and Deer Valley, AZ (at Phoenix Sky Harbor Int'l Airport and Phoenix Deer Valley Airport), and aircraft maintenance and sales facilities in Addison and San Antonio, TX; Denver, CO in addition to an aircraft sales office in Carlsbad, CA.

“We selected Baldwin to help us establish an intentional and dynamic safety culture across all our operations (Flight/FBO/MRO) because they offered us a personalized and specific Safety Management System that is tailored to our specific operations, not a ‘one-size-fits-all’ formula that doesn’t consider our unique operations and circumstances or a cobbled-together product that isn’t relevant,” explained Pierre Bigelow, Cutter’s Chief Pilot and Chief Safety Officer.

“We are honored to work with one of our industry’s iconic companies,” noted Don Baldwin, Chief Executive Officer and founder of Baldwin Aviation. “Cutter has been a leader in business and general aviation for nearly a century and we are extremely pleased to be associated with them. We have already begun developing a comprehensive and dynamic SMS program for all of the company’s sites and we’ve provided initial training to the Cutter leadership team. The SMS will eventually be presented to all of Cutter’s 200-plus employees.”

“At Cutter, our reputation in the industry as leaders in both sales and service is built on a tradition of respect and integrity—for our customers, our suppliers, and our employees,” said Will Cutter, President and CEO. “Those qualities are the foundation of

our corporate culture. They apply to the safety of everything we do, and the way we organize, monitor and measure our effectiveness. We chose Baldwin Aviation to help us maintain the safety standards that inspire confidence and security in all our operations.”

“Baldwin Aviation’s approach to safety management is well-suited to Cutter Aviation,” added Steve Prieser, the firm’s Chief Financial Officer. “It’s based on strong customer relations, adapted to their specific operations and well-designed to provide the most effective and reliable product. Like Cutter, they recognize that providing ongoing, personalized service, quality and transparency are the keys to earning trust.”

“In my previous positions in the Air Force and at DHL, I have been involved with the introduction of new aircraft, airline rollouts and even accident investigations so I’ve seen the importance of data-driven, responsive safety management,” added Pierre Bigelow. “Aircraft operations are not predictable or static so we have to be adaptive and do what’s necessary to mitigate risk. Baldwin takes a very customer-centric approach and creates a Safety Management System that is based on real-time experience and continuously updated data, that’s what appealed to us. We chose them among five finalists after doing extensive research and observing their processes and performance with other clients. We’re very pleased with this relationship because it encompasses all of our very diverse operations,” Bigelow concluded.

### **About Baldwin Aviation – Safety & Compliance**

Founded in 2004, Baldwin provides SMS/QMS programs and related business solutions (ASAP/ASIAS FOQA/FDM, Document Management, etc.) to all facets of transportation, such as commercial/non-commercial, medical transport, DOD, FBOs/MROs, OEMs, UAVs and ground vehicles. Coupled with Baldwin’s team of credentialed safety professionals, Baldwin’s simplified technology provides a customized, real-time safety system with 24/7 support. Visit [www.BaldwinSMS.com](http://www.BaldwinSMS.com) for more information.

### **About Cutter Aviation**

Founded in 1928 by William P. Cutter, Cutter Aviation has been the leading aviation services provider for the southwestern United States and one of the most well-known brands in general aviation. With its legacy of 90 years, Cutter Aviation is the oldest continually family-owned and operated FBO/MRO network in America, providing outstanding value, service and high-quality aviation fueling and professionally trained line service at six locations throughout the Southwest.

Cutter Aviation is also a trusted name in both new and pre-owned aircraft sales as an authorized Piper, Daher Socata, Pilatus and HondaJet Sales & Service centers. Cutter Flight Management service provides on-demand air charter using aircraft ranging from twin-engine turboprop through medium and large jet aircraft. Visit [CutterAviation.com](http://CutterAviation.com) for more information.