



# California Business Brokerage and Aircraft Sales Firm Partner Efforts to Tap New Industry Demand

Industry: [Transportation](#)

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*California-based United Business & Property Brokers, Inc. and McCoy Aviation, Inc. announced today a partnership of efforts in the targeting of aviation-related businesses and property.*

WESTLAKE VILLAGE, CA, March 28, 2007 - California-based United Business & Property Brokers, Inc. announced today a partnership of efforts with California-based McCoy Aviation, Inc. in the listing and sale of commercial, industrial and residential aviation-related property.

United Business & Property Brokers is a major brokerage for business sales in Southern California, specializing in large-scale establishments such as JJ Brewskys, Quiznos, Baskin Robbins, Togos and others. McCoy Aviation is a leading aircraft sales & services firm also headquartered in Southern California, specializing in the sale of general aviation, executive and commercial passenger aircraft. Both companies shared space in the same Westlake Village building, and collectively recognized a shift in market demand for experienced representation in area of aviation property and related businesses.

"Mike and I were chatting in the hallway one afternoon when the idea hit us both in one of those "eureka" moments" McCoy Aviation CEO Mark McCoy said Tuesday. "It occurred to us both that a partnership of efforts would allow us to serve the largely-untouched market of airport real estate and business, without extensive re-engineering of our respective business and marketing machines."

The Aircraft Owners and Pilots Association (AOPA) reports membership of over 500,000 pilots and airplane owners in the United States, a growth of 25% since 1991. The Federal Aviation Administration (FAA) predicts a growth in passenger travel from 768 million in 2007, to over 1 billion in less than 10 years. Overcrowding at major hub airports and increasing frustration with passenger airlines is driving consumers to seek other means of travel.

"Not many companies find themselves in the position we are today" said United Business & Property Brokers CEO Mike Nesh. "Basic experience just isn't enough to be competitive anymore, we have to be that much more knowledgeable, flexible, and responsive to remain at the top. With our 30+ years of business ownership and sales experience and [McCoy Aviation's] aviation-related sales experience, our unlikely match is already proving to be a wise decision."

Nesh and McCoy have begun efforts to seek out clients in need of representation in the aviation marketplace," McCoy Aviation CEO Mark McCoy said Tuesday. "It occurred to us both that a partnership of efforts would allow us to serve the largely-untouched market of airport real estate and business, without extensive re-engineering of our respective business and marketing machines."

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Nesh and McCoy have begun efforts to seek out clients in need of representation in the aviation marketplace, already resulting in the listing of a Southern California airport and associated property.

Additional information about United Business & Property Brokers, Inc. and McCoy Aviation, Inc. is available on the web at [www.UnitedBizBrokers.com](http://www.UnitedBizBrokers.com) and [www.McCoyAviation.com](http://www.McCoyAviation.com) respectively.

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