

# SeaPort:

## Fuel-efficient flights with no TSA surcharges

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From there, the two men and Tom Corrolow formed SeaPort Air Group, which begins Portland-to-Seattle service Monday. The company will offer eight round trips Monday through Friday and five on weekends. They also bought a commuter airline in Juneau, Alaska.

The Pilatus' small size — it carries nine passengers — allows SeaPort to operate without oversight by the Transportation Security Administration, which means travelers don't have to go through security checkpoints or pay the TSA ticket surcharge of



\$2.50 per flight.

The fuel-efficient plane needs 55 gallons, about 6 gallons per passenger, to fly from Portland to Seattle. A solo driver in a car getting 24.6 mpg — the national average — makes the same trip on about 7 gallons.

Craford used to fly to Seattle

regularly when he worked for Gallatin Public Affairs, a Seattle-based lobbying company. SeaPort flies from a private terminal at Portland International Airport into Boeing Field, instead of Seattle-Tacoma International Airport, cutting the downtown-to-downtown travel time in half,

Craford said, from three hours to about 90 minutes.

"The major airlines are proving their model is broken," Craford said. "Our timing to market is perfect."

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SeaPort has three, nine-passenger Pilatus PC-12 airplanes that will make the hop from a private terminal at Portland International Airport to Boeing Field, six miles south of downtown Seattle.

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## FLOATING IDEAS

The men behind a new Portland-to-Seattle airline put a year and \$25,000 into finding the quickest trip, opting for Swiss-built turboprops instead of floatplanes



By JONATHAN BRINCKMAN  
THE OREGONIAN

The genesis of the airline revving up for its inaugural flight Monday was a 2005 conversation on the wharf in front of Centennial Mill on the Portland waterfront.

With the Willamette River at their feet, John Beard-sley, who owned the Northwest Portland mill, and Kent Craford, a lobbyist, bounced the idea of launching a commercial floatplane business.

Such planes could make the Portland-to-Seattle trip quicker and more convenient than the time-consuming and hassle-filled options both were used to.

They spent a year and more than \$25,000 investigating the idea before ultimately deeming it impractical. Floatplanes would be too slow, restricted to daylight hours and vulnerable to accidents caused by floating debris.

But they still liked the idea of a different kind of plane travel connecting the Northwest's biggest cities.

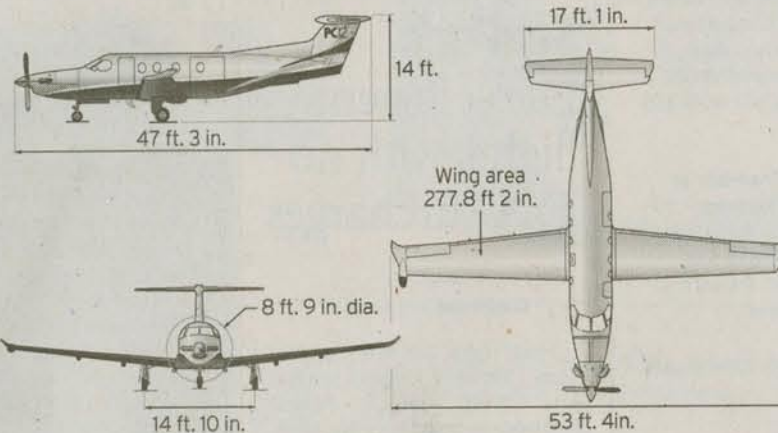
"What started out as a neat idea led us to a real market need," Craford said. "We were wrong on the solution, but we identi-

fied the problem."

Then they found their answer: the Pilatus PC-12, a Swiss-built pressurized turboprop that cruises at 322 mph and would be able to reach Seattle in 35 minutes.

### Pilatus PC-12

**Engine:** Pratt & Whitney Canada PT6A-67P engine  
**Speed:** 322 mph maximum cruise  
**Cabin:** 330 cubic feet, pressurized  
**Weight:** 6,757 lbs.  
**Range:** 1,573 nautical miles with 3 passengers  
**Seating:** Up to 9 passengers  
**Takeoff weight:** 10,450 lbs. max.  
**Cruising altitude:** 30,000 ft. max.



### Transportation comparisons one way

	Fare	Trip time	trips per day
SeaPort Airlines	\$74.50*	90 min.	8
Car	N/A	3 hrs.	1
Other commercial flights**	\$69-\$150	3 hrs.	33
Train	\$28-\$47	3:30-4:15 hrs.	5
Bus	\$27	3:15-4:25 hrs.	6

\*Aug. 1, one-way fares become \$149. \*\*Horizon and United offer nonstop service; Horizon is offering a reduced promotional fare through Aug. 24.

## OHSU adds physicians to its cancer institute

**Health care** | The deal to buy Pacific Oncology will spread access to advanced treatment — and help the bottom line

By TED SICKINGER  
THE OREGONIAN

Beefing up its clinical presence in a lucrative segment of local health care, Oregon Health & Science University will buy Pacific Oncology.

The deal brings clinicians specializing in outpatient cancer treatment and chemotherapy to OHSU, which plans to merge the practice into the OHSU Cancer Institute.

Pacific Oncology employs nine physicians, four nurse practitioners and about 160 others. It serves about 8,000 patients annually and has annual gross revenues of \$105 million. It has six offices around the metro area.

One of those, in Milwaukie, will close as previously scheduled. No layoffs are planned.

OHSU's Cancer Institute sees about 12,000 to 15,000 patients a year.

Brian Druker, director of the OHSU Cancer Institute, said the merger will help bring OHSU's research capabilities more quickly to a larger population. Pacific Oncology's patients will have access to hundreds of National Cancer Institute-funded clinical trials taking place at OHSU, he said.

"What we want to do more than anything is develop new treatments and get them into as many people as possible," Druker said.

From a business standpoint, the deal funnels patients into the OHSU system and bolsters its bottom line by \$5 million or so a year. Most important to OHSU, it helps its cancer institute become self-sustaining.

"We've had growth plans for the cancer institute," said Brad King, OHSU's chief financial officer. "This was one way to leapfrog that and really get it going."

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STATS

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Percentage of U.S. office-chair users who feel their office chair is very comfortable, according to a study done for Allsteel Inc.

57

Percentage of users who would love to replace their current chair.

47

Percentage of office-chair users who agree they would be more productive if their chair were more comfortable.

BUSINESS NEWS DIGEST

The U.S. economic stimulus package lifted income and consumer spending last month, the government says. THIS AND MORE FROM THE METRO AREA, NORTHWEST, NATION AND WORLD, B8



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