



Bartelt Aviation Press Release

Bartelt Aviation saves repeat client \$130,000 on Piper Meridian Acquisition!

Sturgis, Michigan, September 2007 – John Bartelt, President of Bartelt Aviation saves repeat client Kris Grimland \$130,000 on a Piper Meridian Acquisition! The customer was evaluating 2004 model aircraft and contact Bartelt for guidance. Bartelt was able to acquire a 2005 for less money than the 2004 model, which in turn created \$130,000 in savings.

"Being in business for 31 years is a great accomplishment. Having customers continue to come back for their next airplane is priceless. Today so many people are only interested in money. This company on the other hand has always put the customer first.

The first objective was to make sure the customer's needs were priority one. Being involved with the Turbine market, I knew the 2004 aircraft of primary focus was priced too high. I advised Mr. Grimland that I would investigate other options.

My do diligence paid off; as I was able acquire a 2005 model for \$30,000 less than the 2004 model. The big bonus was the hull value difference. The 2005 model is worth \$100,000 more than a 2004 model. This in turn saved Mr. Grimland \$130,000!

When you do the right thing, you will be rewarded financially. Looking out for the customer's best interest creates long-term mutually beneficial relationships. I wish more people in our industry had this philosophy. States John Bartelt, President of Bartelt Aviation.

About Bartelt Aviation, Inc.

Bartelt Aviation was established in 1976. The company's services include New and Used Aircraft Sales, Aircraft Acquisition, Aircraft Brokerage, Aircraft Service, and Advanced Flight Training. The company's foundation has been built utilizing Integrity, Quality Products, and Providing Premium Customer Service.

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