

October 2, 2015

Mr. John Bartelt
Bartelt Aviation
1301 W Lafayette St
Sturgis MI 49091

Dear Mr. Bartelt,

It was a pleasure working with you on the purchase of my Cirrus SR22! Being a first time aircraft buyer I was very concerned about the process, the regulations and the risks of making a costly mistake!

I really appreciated your patience in guiding me through each step of the way and addressing all my questions.

Your approach was very thorough. It allowed us to find listed and non listed airplanes and in the end we found an owner that had a great plane and was prompted in to considering a sale. The analysis you performed allowed us to normalize all the planes and resulted in us being able to negotiate a great deal as well as consider total cost of ownership over a 5 to 10 year period. This was most important to me as I feel we ended with a plane that I can enjoy for many years without large costly maintenance expenses.

Having you see the plane and examine all the logs for compliance was very comforting, as I do not yet have the experience to even know what to look for!

Finally, your experience in negotiating the deal and ensuring we properly executed the transaction made the process very simple for me.

In the end, you saved me time and effort, provided the needed expertise I needed to get this done right and I had peace of mind that we got a great deal that minimized my risks and was fully compliant with all the rules and regulations.

I would highly recommend your services to others. Please feel free to pass along my name and number if anyone would like to discuss my experience with you and Bartelt Aviation.

Yours truly,

A handwritten signature in black ink, appearing to read "R. Hayes". The signature is written in a cursive, flowing style.

Richard Hayes
195 Christina Landing Wilmington DE 19801
571 239 1399