

## **Michael O. Broder O.D.**

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John Bertelt  
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1301 West Lafayette  
Sturgis, Michigan 49091

May 11, 2010

Dear John,

I just want to thank you and your wonderful staff for the wonderful job they did in helping me to acquire N41453, a beautiful 1999 Saratoga II HP.

As you know, the dream of owning an aircraft has been a longtime one for me. I began assessing what aircraft would suit my families' needs about 2-3 years ago. I decided that a previously owned Piper Saratoga would be able to fulfill that mission. Although I was not quite ready to take the plunge buying an aircraft at that time, I subscribed to Trade a Plane and constantly visited Controller Online to stay informed on what current asking prices were, and what was on the market. I would regularly check the Saratoga listings. One company always stood out within the listings. That company was Bartelt Aviation. It was always associated with most of the listed Saratogas.

I thought it would be wise to call Bartelt and discuss my thoughts about Saratogas with someone there. I was somewhat hesitant to make the phone call because I was quite certain that I would not be buying an aircraft in the near term. I decided to make the phone call anyway. I was connected to Larry Russell. I explained to Larry that I was only gathering information at this point in time. I explained that I wanted to speak with someone who had vast experience buying and selling Piper Saratoga aircraft. Larry immediately put me at ease by telling me he'd be happy to answer any questions I had. There was no pressure, no salesmanship, just a very informative back and forth conversation. Larry brought up some points I had not even considered. Larry asked me some questions about my flying background, mission for the aircraft, and potential future budget. Larry concluded the call by telling me he was very happy to have spoken with me and that I could call him any time with questions even if I wasn't going to purchase

from Bartelt Aviation. That sealed the deal for me. No pressure, and knowledgeable, honest staff. I would definitely be calling on Bartelt Aviation when the time came to buy.

Over the next year I had a few conversations with Larry about the market and my needs. Last April Bartelt Aviation had a Saratoga listed that Larry and I both felt suited my needs. Unfortunately, the day I was to put my offer in, another customer bought the aircraft. After another in depth conversation with Larry I decided to pursue an acquisition contract which would give me the expertise I needed to make an informed purchase.

Once the acquisition contract was signed the real work began. Larry made sure he was in constant contact with me and kept me up to date with the process. Along the way Larry and I fine tuned the acquisition process to zero in on the "Dream Saratoga". We got close to making an offer a couple of times, but with Larry's experience and keen eye we rejected what we initially thought would be the "purchase plane". Larry, wanted to make sure I didn't overpay and that the aircraft wouldn't be a potential "squawk box" once I took ownership. Larry always chose caution over expedience.

Then in January, after a couple of "close but rejected Saratogas" I got a call about an aircraft not too far away that I should take a look at. My wife and I drove up to take a look at it and it looked pretty good. The owners said that they would do a fresh annual on the aircraft at their expense. I agreed, but still wanted Bartelt Aviation to look at the aircraft before the deal was finalized.

The Saratoga was flown to Bartelt Aviation and Larry proceeded to thoroughly inspect the aircraft. Larry uncovered a number of small to mid level squawks which needed to be addressed. Larry sent me a detailed report not only on the squawks, but his estimate on parts costs and how much time it would take to correct each issue. Armed with this report, we went back to the seller and re negotiated the price on the aircraft. What a money and aggravation saver!

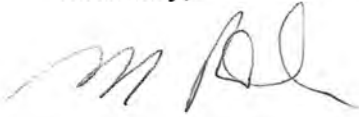
The transfer and ownership papers were signed and now the Saratoga was officially mine. Larry went to work on the squawks and made sure they were addressed properly. No short cuts that would save money and reduce quality. I wanted it done right and so did Larry.

The Garmins were sent out for WAAS upgrades and after Larry completed his work I had him send the plane to Bartelt's avionics "partner" Mayday Avionics for a panel upgrade. Mayday's work, was also superb. Everything looks like it was done at the factory and came with a lifetime installation warranty. Everyone that has seen the new panel has complimented the workmanship.

Finally, the Saratoga Training School was also first class and thorough. I was lucky enough to accompany Darwin, your chief pilot on the trip down from Michigan. It was a comprehensive and comfortable familiarization with all the new G500 panel and interfaces. The training sessions themselves were well paced. Darwin was great to work with. I just love flying this plane.

In closing, I just want to reiterate what a pleasure it has been working with Bartelt Aviation on my Saratoga acquisition. I could not have made a better decision. I also have some new lifelong friends. Please feel free to use me as a reference any time. Words alone just can't express my gratitude.

Sincerely,

A handwritten signature in black ink, appearing to read "M Broder". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Dr. Michael Broder