

From: John Arrigo [mailto:jarrigo@westgatebank.com]
Sent: Tuesday, August 09, 2011 2:49 PM
To: John Bartelt
Cc: Darcie Ross
Subject: RE: N227EM

I am a banker located in Lincoln, Nebraska who had just repossessed a Piper Saratoga securing a loan that I did not originate. I do not know anything about airplanes or how to market them as a banker who didn't actually hold title.

I was referred to John Bartelt by a local acquaintance. I had a local option but decided to take a leap of faith with John due to his familiarity with this type of aircraft. We allowed John to send a pilot to Lincoln and take possession of the plane. This is a tough decision for a banker who just spent 30-days getting possession.

As it turns out, this was a very good decision for myself and the bank. The reasons follow:

1. John is a great communicator. I did not have to call and ask for updates.
2. He marketed the airplane in less than 30-days at a market price.
3. The bank's loan got paid in full.
4. John held my hand all the way through the process and I trusted him. As a banker I do not trust many people, especially someone that I have never met in person.
5. John worked very hard to get the deal done. He knows how to punch through all aspects of a transaction.

I would be happy to take a call on John's behalf for anyone considering doing business with him.

John F. Arrigo
Senior Vice President and Senior Loan Officer
West Gate Bank
Lincoln, Nebraska 68516

402-434-3471