

**From:** Shannon Fields [mailto:shannon.fields@nta-inc.net]  
**Sent:** Tuesday, June 23, 2015 2:03 PM  
**To:** John Bartelt  
**Subject:** Re: N5653V

John,

I am extremely pleased and thankful that you handled the acquisition of my first plane. Working with you has been first class. You made it so easy for me handling all the details. Especially finding quality planes to look at and then handling the negotiations. As you know, I tried to do it myself and spent quite a bit of money (and time) running away from airplanes that were not as advertised only to discover this at the prebuy. There is a lot of junk out there and I have been very happy with your knowledge and experience with the Pipers which kept me away from buying a bad airplane. Since these planes are nearly 40 years old, they aren't perfect. Your knowledge and experience helped me understand which issues are critical and which are just cosmetic. It was a nice surprise to find out that you have access to planes that are not even on the market yet. Through your direct marketing to the PA32 community and your outstanding reputation, people come to you when they want to sell their plane. Your access to this market allowed me to get the right plane for me and my budget. I want to thank your staff as well. I feel that the maintenance has been done right and the plane is in great shape. I will definitely be recommending you to people that I know who are looking for planes.

Thanks,

Shannon

On 06/22/2015 09:14 AM, John Bartelt wrote:  
Shannon:

I would like to thank you for allowing me the opportunity to assist you with your Lance acquisition. I have really enjoyed working with you.

Regards,

**John Bartelt**

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