

The Plane Guy IA

RECIPROCATING - TURBO PROP - JET - HELICOPTER



ACQUISITION & DELIVERY SERVICES – FOREIGN CORPORATE CLIENT

Commencing with the consultative phase, a mid-sized cabin class Cessna 421 C was validated as the best fit for the company's needs. This aircraft provided the much needed space, range and performance required for their management team to meet with their clients in adjacent countries.

Assessment of the US market availability at that time yielded a total of 86 aircraft that were individually audited for best fit and value where a list of viable candidates was subsequently reviewed with the client.

As the final aircraft was chosen by the client, travel arrangements were made to meet with the broker and perform a pre-purchase inspection to validate claims, condition, history and operability. A full readiness report including detailed photos was subsequently prepared for the client that also outlined immediate and recommended maintenance that was later factored-in during a very successful negotiation phase.

After transfer of title, required maintenance including other desired upgrades were then accomplished, including preparation for trans-oceanic flight consisting of a custom long range fuel tank installation and multi-government documentation preparation. Arrangements were then made for a professional delivery company to ferry the aircraft to the client overseas and provide orientation and flight training for the client's flight crew.

In the end, the very pleased client management team only visited the US one time for the final inspection and transfer of title. As the overall process took nearly three months, it would not have been feasible to manage this project remotely nor even staff a knowledgeable individual stateside.

Leveraging the long industry experience of a seasoned aviation professional to represent the buyer's interests overcame this client's distance logistics while streamlining both the acquisition and delivery process, insuring that they ultimately received the right aircraft at the best possible price.