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Date: Thu, 16 Nov 2006 19:50:44 -0700
To: Tom Aniello <teaniello@cessna.textron.com>
Conversation: Great Experience
Subject: Great Experience

Dear Tom,

I hope this note finds you well and that 2007 planning is almost done. It sure sounds like it's going to be an exciting year for you and the entire team there.

Some time ago I passed along to you the somewhat dismal experience I'd had with a local CPC when I enquired about buying a new airplane. I think it's only fair that I now take a moment to pass along the terrific experience I've just had with Propel Aircraft, the Cessna piston engine dealer at Jeffco.

Last Saturday, Jody and I demo'd a brand new T182T. Our salesman was Eric Neeb, and I cannot say enough about his professionalism, courtesy, and sales acumen. We had a terrific flight (Cooper went along, too) and then proceeded to spend at least two and a half hours more together in his office discussing pros and cons and what we might expect as new owners. Rarely have I gotten so much solid and useful information, or enjoyed a sales experience more. With fellows like Eric on your team, I think the future of the piston engine business will be very bright indeed.

If there was a downside, it was that now I'm spoiled for anything but a new Turbo 182T as, prior to last weekend, I had been leaning towards the used market. Thanks to Eric's competence, I've already been in contact with my CPA and have her looking into whether or not a new airplane would make any sort of sense for grace | dickerson right now. But, even if it looks like a bit too much of a financial challenge today, it will certainly be a goal of mine in the future.

Hat's off to Propel, and to your team in Wichita for cultivating such good salesmen. It was an encounter I hope to repeat again soon.

Until then, all best wishes to you, Suzie, and the boys for the holidays.

Warm regards,

Dave

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