

By Scott Slocum



Jerry Temple with Icelandic Banker Porvaldur Sigurjossion during a fuel stop while making a delivery to Reykjavik, Iceland. Now, that's going the extra mile!

Buying With Confidence

When it comes to owning personal assets, it's been said that purchasing a home is the most important decision you will make and that getting it right is critical to the quality of your investment. I would agree with that statement. However, if you're looking to buy an aircraft, I believe getting that right is an even more important. Why? Besides being rest assured you are getting a fair price for a good machine, you won't have to dead stick your house in for a landing if the water heater goes out.

Bottom line, knowing what you're doing when purchasing an airplane is very critical to more than just your wallet.

That being said, it seems the impression in the airplane business is that using a brokerage service is paying too much. Most of us know less about buying and selling airplanes than we do about buying and selling houses and yet we utilize professional services such as brokers, title companies, home inspectors, escrow services (the list can go on and on). In most cases the money is comparable but the risk so much higher, why wouldn't we use the same type services for the sale or acquisition of an aircraft?

I have purchased three aircraft in my career and have learned something new each time. However, the first time I didn't use professional help in purchasing, I learned the hard way that the sweetness of a low price fades very quickly (not later than your first annual) when you find out that crankshaft AD was missed in your pre buy. \$OUCHS!

For my latest purchase, I took all I had learned from my two previous buys to find another 36 Bonanza. It took me three years, thousands of dollars in travel and wasted prebuys to get my current aircraft and I still missed things that would have changed the price I paid. There has to be a better way!

In research for this article, it became evident that most felt as I did - that trust is the biggest factor in how the purchase process is made. For example, are you really getting a good price? Who can I trust for the prebuy? If new to a particular type of aircraft, what should I be looking for as potential problems? Who are the experts? Can I get insurance? How will the money be handled? What makes a good broker?

In checking around for brokers in my territory, one name kept coming up



as one of the best in the business – Jerry Temple of Jerry Temple Aviation. Jerry specializes in the buying and selling of twin Cessnas. When I say he specializes, I mean he really specializes in twin Cessna's. Jerry has been flying since 1965. After being wounded in Vietnam flying helicopters, age 21, in addition to training students, Jerry was training generals twice his age to fly helicopters on their way to the conflict. Jerry went to work for Cessna in the mid 70's and was involved in marketing and sales and the dealership program and eventually became known in the industry as the "Twin Cessna Guy." Through the years Jerry observed many of the sales people at the dealerships and knew he could do a better job.

*Jerry Temple
knows Twin
Cessnas*

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A thorough knowledge of the aircraft's logbooks, records, and history is required. Knowing the aircraft's systems, performance, AD'S and SB's, modifications and maintenance are also a must.

Jerry has done just that in developing and practicing one of the most comprehensive processes for buying and selling in the business.

I had the opportunity to spend some time with Jerry discussing this process and how it has created many satisfied customers.

First of all, Jerry approaches all transactions the same no matter what amount is being spent in the transaction, jet or prop, both get the same treatment.

"Today's sale of a quality twin Cessna at top retail value requires an enormous amount of time, effort and skill."

Jerry goes on to describe the services he provides buyers and sellers. "A thorough knowledge of the aircraft's logbooks, records, and history is required. Knowing the aircraft's systems, performance, AD'S and SB's, modifications and maintenance are also a must. And one of the most important parts that are often overlooked, until money has been spent is how the buyer matches with the aircraft when it comes to financing, training and insurance."

Jerry refers to the broker/client relationship as an "advocate" for his customer by definition – A person who argues a cause; supporter or defender.

"It must be a win-win situation which means the buyer might have to pay a little more and the seller might have to fix a few things. The important thing is that it's done right."

Jerry believes and practices a hands-on approach to helping his customers from negotiations through overseeing the prebuy, to helping the seller reposition the aircraft, to working with the buyer in training to meet insurance requirements.

In other words, the extra fees paid for a good broker like Jerry Temple are well earned and are truly invaluable when it comes to peace of mind in the buy/sell process.

Can't believe anybody is that good? Go to Jerry's website at www.jtatwins.com and check out the comments from his customers.

In the meantime, if you are looking to buy an aircraft, seek and secure professional help

even before you start your search. Whether it's Jerry or someone else in the business, make sure they have plenty of references and that there is knowledge and experience with the type of aircraft you're thinking about purchasing. Letting your broker handle the details will not guarantee you a flawless transaction but it will go along way in getting the value you're looking for in the aircraft you want.



Jerry checking the progress of post sale maintenance performed by Tejas Aero Services in San Marcos, TX .