

# STRATEGIC MARKETING PLAN



WORLD LEADER IN AIRCRAFT SALES

**STEEL**   
**AVIATION**

[www.steelaviation.com](http://www.steelaviation.com)

# TEAM STEEL ONE OF THE INDUSTRY'S MOST EXPERIENCED



**Jaime Steel Potter**  
**President**

Jaime is the top reseller in the world for used Cirrus aircraft. She has closed over 3000 Cirrus in her career. She also specializes in step-up aircraft, including jets.



**Danny Potter**  
**Vice-President**

Danny is a commercial pilot, IA/AP mechanic specializing in avionics. He is factory-trained and certified in Diamond/TCM/Austro. He has extensive engine and avionic experience.



**Justin Anderson**  
**Sales Associate/CSIP**

Justin has extensive sales experience and is also an active CSIP instructor. He prides himself in going the extra mile for his clients.



**Mark Wages**  
**Sales Associate**

Mark's combination of aviation knowledge and extensive sales experience will ensure you have a high-quality low, stress transaction.



**Megan Strader**  
**Financial Specialist**

Megan's knowledge will pay off for you when financing your new aircraft. You will always receive the best rates and the best terms.



**Doug Didier**  
**Paint Lead**

An expert in painting and prepping aircraft. Doug's attention to detail ensures that our paint finishes are industry-leading.



**Shane Dunlavy**  
**Detail Specialist**

Shane is an expert in making your aircraft look its best. He has extensive industry experience in aircraft coatings.



**Jerry Grimm**  
**Paint Shop Manager**

Jerry has 20+ years in paint restoration experience. He is responsible for Steel's industry leading restorations.



**Lilith McCullough**  
**Media Director**

Lilith has an eye for design and marketing. She works with every client to capture media.



**Hunter Blair**  
**Graphics Director**

Hunter helps create Steel Aviation's graphics, advertisements, and other media.



**Brad Helman**  
**Engine Specialist/Mechanic**

Brad is a licensed A&P. He has worked in the aviation industry since 1996. He specializes in engine installation. TCM, Diamond Factory Trained.



**Jeff Pleiman**  
**IA Inspector**

Jeff is an AP/IA and is a student pilot. He is Cirrus trained and is responsible for Steel's top-notch maintenance. TCM, Diamond and Cirrus Factory Trained.



**Katie Lake****Director of Operations**

Katie is a licensed instrument commercially rated pilot. She is actively working on her Multi and CFI/II ratings. Katie is also an A/P mechanic.

**Echota Henderson****Interior/Mechanic**

Echota has been factory TCM trained. He specializes in renovating Cirrus interiors. He also is a student pilot and has completed training for Diamond Aircraft.

**Josh Strader****Instructor**

Josh is a CFI instructor Commercially rated MEII, and a licensed A/P mechanic. Josh is actively building time and introducing others to aviation. Josh is also one of Steels ferry pilots.

**Jack Albright****Instructor**

Jack is a CFII/Multi instructor who has a passion for aviation. Both his parents are airline pilots. You will also find Jack ferrying aircraft for Steel.

OVER 20+ years in the aircraft sales industry Over 5000  
Aircraft Sales transactions **CLOSED** Over 30,000 hours **FLOWN**

We are a Marketing Team focused on Aviation. We are exciting,  
innovative and on trend. Founded on the simple principle of:

**WHATEVER IT TAKES**



# SELL WITH STEEL



[www.steelaviation.com](http://www.steelaviation.com)



937-332-7587



Phillipsburg Airport (3i7), OH



**STEEL WEBSITE  
AIRCRAFT LISTING**



**YEARS OF EXPERIENCE**



**SOCIAL MEDIA PRESENCE**



**STRESS-FREE PAPER WORK**



**PHOTO/VIDEO SHOOT**



**INSURANCE AND FINANCING**



**YOUR AIRCRAFT WILL BE LISTED WITH  
THESE MAJOR AIRCRAFT SALES COMPANIES**







# DO NOT SELL YOUR AIRCRAFT YOURSELF

**LEAVE IT TO THE PROFESSIONALS  
WHEN YOU TRY IT YOURSELF,  
THE CONSEQUENCES CAN BE REAL.**



## **FRAUD**

Fraud is real, and scams can easily occur within any aircraft sale. They can be difficult to distinguish, and the results are often very costly.



## **LOW SELLING PRICE**

Buyers enjoy the stability offered by large sales companies. This is why Steel Aviation can sell aircrafts for a higher than average price.



## **SITTING AIRCRAFT**

An aircraft that refuses to sell can be very costly in the long run. Aircrafts that sell with Steel Aviation spend a lot less time on the market.



## **TIME WASTED**

Do what you are good at. Leave aircraft Sales to Professionals do not waste YOUR valuable time with unqualified buyers. Steel knows who is buying.



## **MAINTENANCE ISSUES**

With our own maintenance shop, scheduling for both buyers and sellers is easy. A maintenance issue will never stop a sale at Steel



## **DOCUMENT ISSUES**

Purchase agreements may not be legally binding, or papers could be filed incorrectly. this could expose you to liability; lasting far after the sale.



## **INSURANCE DILEMMAS**

Steel Aviation offers sales and demo insurance most owner policies do not provide this coverage. Your new buyer will also enjoy some of the best rates in the industry.



## **AIRCRAFT VIEWING**

Being flexible with a buyer's schedule will ensure the best chance for a sale. However, it can be difficult for individual sellers to always find the time.



## **FINANCE**

Most buyers require financing. Steel has their own finance company. This alone is valuable.



# MARKETING YOUR AIRCRAFT

## Aircraft Presentation

You never get a second chance to make a first impression. At Steel Aviation, our media is exceptional. Your aircraft will receive beautiful media coverage, and professional photos, and videos will show your potential buyer all of the right angles.

**Our Media Specialist will also take pictures of all logbooks, weight and balance, and any other important information. At Steel Aviation, we make sure that these documents are readily available online and can be seen by potential buyers.**

Allowing our Media Specialist to be in control of all photographs and videos taken enables consistent results. Having professionally taken photographs and videos can be the difference between an aircraft selling and not selling. Our online pictures are beautifully edited, and all of them will include a Steel Aviation watermark.



## Our Website - [www.steelaviation.com](http://www.steelaviation.com)

The Steel Aviation website has quickly become one of the most popular sales sites in aviation with hundreds of visitors daily. The website is extremely user friendly, and potential buyers can view all aircrafts for sale with just one click. Each aircraft has its own sales page that is filled with information. Stunning, full-screen images and video will be on display. Potential buyers have access to online PDF's of each aircraft's logbooks, weight, and balance information. Having access to this vital information with just a click gives buyers the confidence they need to purchase any aircraft.

## Social Media - Be Sure To Like & Follow Us!



Social Media is a fantastic marketing tool. Social media has the capability of showing potential buyers aircrafts without them making a search. Steel Aviation has made the most of this opportunity, and currently possesses thousands of followers across **Facebook, Twitter, Instagram, Tiktok and LinkedIn.**



## LEVEL

# SELL WITH **STEEL**

**4.9%** BROKER OR WE WILL BUY YOUR AIRCRAFT



**WORLD LEADER IN AIRCRAFT SALES**

**WWW.STEELAVIATION.COM**

REMAIN ON FACTORY WARRANTY

W. STEELAVIATION.COM



# STEEL | FINANCE

## FINANCE ANY AIRCRAFT WITH STEEL

- UNDEATABLE SERVICE
- QUICK TURNAROUND
- RESPONSIVE STAFF
- SUPER LOW RATES

### EXPERIENCE THE DIFFERENCE



#### SEE WHAT OUR CUSTOMERS HAVE TO SAY...



**Jon and Kristy Leake**

"Helen was wonderful from start to close. Communication was excellent and rapid. Rate was good. felt like we had a true financing concept on our side. The process was far more complex than we ever expected and it was great to have someone on our side that knew things well!"

**N2SEKJ**



**Tony Sobczak**

"Helen Strader provided exceptional service from first contact to closing. She was always very responsive to my emails, texts and phone calls. Helen always made me feel like I was her number one priority and a valued customer. I highly recommend Helen and Steel Finance!"

**NG8JTS**



**Mark Wages**  
SAGE ASSOCIATES



**Lilith McCullough**  
Heads Director



**Hunter Blair**  
Designer



**Brad Weiman**  
Engine Specialist

[www.steelaviation.com](http://www.steelaviation.com)

**WWW.STEELAVIATION.COM**

# STEEL | FINANCE

Get a quote within 24 hours!

## DON'T MISS OUT ON HUGE TAX SAVINGS



**Megan Strader - Finance Specialist**

MEGAN@STEELAVIATION.COM 937-703-3872



# MARKETING YOUR AIRCRAFT

As well as posting new aircrafts on our website, we will also advertise them on our social media accounts. Using unique features like hashtags and paid advertisements, we will do everything in our power to reach out to as many people as possible. We take multiple photos that will allow a 360-degree view for listings and social media, where our followers can scroll through photos, creating an interactive experience that will allow the viewer to see all of the aircraft.



We also post aircrafts for sale into specific aviation groups and pages, which allows us to reach out to even more potential buyers. Even though social media is a great, inexpensive marketing tool, it takes years of continuous online presence and dedication to reach a high number of followers. As well as posting stunning images and jaw-dropping videos, our Media Specialist is able to produce eye-grabbing advertisements that are sure to acquire anyone's attention!





# HANGAR WITH STEEL AVIATION

## Why Hangar Your Aircraft With Us?

Choosing to hangar your aircraft with Steel Aviation is an excellent choice, especially if you're looking for a quick sale. Of course, we cannot guarantee this, but our past results have proven customers who choose to hangar with Steel Aviation have sold their aircraft in a short amount of time. Transactions also tend to go smoother, as the aircraft is available for viewing at the buyer's request, seven days a week. Steel Aviation will also thoroughly detail your aircraft. We believe appearance is everything, especially when they can involve first impressions. This is why we take pictures and videos very seriously and have our media specialist on site. We have a great location at Phillipsburg Airport for taking aircraft images.

We welcome customers to fly here for aircraft photography (please make an appointment), and of course, this media luxury will immediately take place when your aircraft is hangared with Steel Aviation. Your hangared aircraft will come complete with GPU's - Allowing buyers to test the avionics without running down the battery! All potential buyers will have access to all our experts, ensuring that they have access to readily available information such as financing and insurance. Also, with A&P's and a paint & upholstery shop on site, any issues or needed updates can be dealt with promptly maintenance. This allows for quicker transactions, and some modifications can actually double the return on your investment! With our vast amount of knowledge and experience, we can help guide you in the right direction. We also utilize technology and are able to FaceTime any potential buyers; in case they are unable to make it to the airport. This allows them to investigate your aircraft in real-time!



# ABOUT US

Steel Aviation was founded in 2001 by Jaime Steel-Potter, who had a strong desire to help aircraft buyers and sellers meet their dreams and goals. Steel Aviation chooses to think outside the box. The company also has a strong international presence within the aviation industry - We don't just sell aircrafts to who we presume would be the typical buyer. This allows so many more doors to be opened. In fact, Steel Aviation has completed hundreds of international transactions. Brazil, Australia and even to Europe just to name a few! Steel Aviation plans to sell your aircraft, not just list it.



**We do not consider our company an aircraft sales company - We are an aviation marketing professionals that sell aircrafts. Steel Aviation employs professional marketing firms to ensure our efforts are the most effective. From advertisements with mainstream sources like Trade-A-Plane to expensive front page corporate style advertising with Controller, your aircraft gets all the exposure it needs to get it sold.**

We cannot say that every transaction is simple; however we strive to make the process as smooth for our clients as possible. With respect given to both the buyer and the seller, one of our highest compliments is often, "Wow that was easy!" This is what we strive to do. We find that constant, upfront planning is the key to efficient transactions.

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Steel Aviation is located at Phillipsburg Airport (3i7) in Phillipsburg, Ohio. Phillipsburg airport is a lively place, where changes are constantly happening. We have two large hangars to house your aircraft should you prefer a totally hands-off experience. You may hangar your aircraft with us during the sale process. Located just 7 miles west of Dayton International Airport, our customers have easy access to all major airlines, allowing potential buyers many options to view your aircraft. We advise to make small investments when selling your aircraft, such as replacing wingwalks, handles etc. Not only will these small changes typically double your investment when selling, but the aircraft will attract more buyers, also. This means that your aircraft will spend less time on the market!



**Steel Aviation also specializes in aircraft renovations. This stretches back many more years, as this industry has been a family tradition. Danny Potter, Jaime's husband, is in charge of the aircraft painting process. Danny and his team are capable of creating some of the most mind-blowing paint schemes! Steel Aviation can also do maintenance and avionic upgrades!**



# TESTIMONIALS



**Name: Troy Mannikko | How Did They Hear About Steel: Past Purchase | Reason For Contact: Plane Purchase**

Jaime and the team did a great job. I put everyone in the position of performing a last minute sales transaction and they all went above and beyond to get the deal done by the deadline



**Name: Brian Harman | How Did They Hear About Steel: Web Search | Reason For Contact: Plane Purchase**

I contacted Jaime to help with the purchase of my first aircraft. She exceeded my expectations at every step along the way.



**Name: David Freed | How Did They Hear About Steel: Controller | Reason For Contact: Purchase**

Couldn't have Gone Smoother. Terrific Experience.



**Name: Alan S. Anderson SR | How Did They Hear About Steel: Ads / Friends | Reason For Contact: Pilot Recommendation**

Effective personal interaction and leadership.



**Name: Ryan Jerchau | How Did They Hear About Steel: Referral | Reason For Contact: Finance**

Megan was super responsive and helpful. It initially won my business as AOPA finance was much less responsive and my friends mentioned how easy Megan was to work with. Her help throughout the process earned my recommendation of others.

# TESTIMONIALS

Even more reviews from  
satisfied customers



**Gregory Lord**



**James Gay**



**Edward Bilinski**



**James Vadola**



**James Blum**



**Tom Boyd**



**Bradley Wallace**



**Kevin Feller**



**John Gallo**



**Edward Conrad**



**Brian Harman**



**Steve Malin**



**Jim Hunt**



**Chad Liette**



**Mats Ceder**



**Scott Williams**



**Earnest Williams**



**Frank Boyer**



# SO YOU'RE READY FOR THE NEXT STEP?

**SOLD SOLD SOLD**



**Fill out the forms and return to  
your Steel Aviation representative.**

# PLEASE FILL OUT THIS AIRCRAFT QUESTIONNAIRE ACCURATELY AND COMPLETELY

## AIRCRAFT QUESTIONNAIRE

### Personal Information

Full Name: \_\_\_\_\_ Date: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Home Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_ Work Phone: \_\_\_\_\_  
Email: \_\_\_\_\_

### Aircraft Information

Manufacturer: \_\_\_\_\_ Model: \_\_\_\_\_  
Year: \_\_\_\_\_ N-Number: \_\_\_\_\_ Serial Number: \_\_\_\_\_

Reason for selling: \_\_\_\_\_  
How is the aircraft used? \_\_\_\_\_  
Date of purchase: \_\_\_\_\_ Number of previous owners: \_\_\_\_\_  
Aircraft Location: \_\_\_\_\_ Is the aircraft hangared \_\_\_\_\_

Last Annual Date: \_\_\_\_\_ Performed by: \_\_\_\_\_  
Last IFR Date: \_\_\_\_\_ Performed by: \_\_\_\_\_

Useful Load: \_\_\_\_\_ Fuel Consumption: \_\_\_\_\_ Cruising Speed: \_\_\_\_\_

Total Airframe Time: \_\_\_\_\_  
Single Engine Time: \_\_\_\_\_ Single Prop Time: \_\_\_\_\_  
Please give a brief description of the history of the airplane. \_\_\_\_\_  
\_\_\_\_\_

### Multi-Engine Aircraft Only

Left Engine Time: \_\_\_\_\_ Left Prop Time: \_\_\_\_\_  
Right Engine Time: \_\_\_\_\_ Right Prop Time: \_\_\_\_\_  
Facility of last overhaul: \_\_\_\_\_ Date of last overhaul: \_\_\_\_\_  
Are all logbooks complete and continuous? (If no, please explain). \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Any corrosion? \_\_\_\_\_ Any sun damage? \_\_\_\_\_ Any hail damage? \_\_\_\_\_  
Briefly explain all damage history, if any. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_





Please rate the EXTERIOR of the airplane **1-10** (1 - being extremely poor, and 10 being perfect), and give a brief description of why you have given this rating. **Please be honest and as informative as possible.**

Please rate the INTERIOR of the airplane **1-10** (1 - being extremely poor, and 10 being perfect), and give a brief description of why you have given this rating. **Please be honest and as informative as possible.**

Please list any notable features that are included with the airplane. \_\_\_\_\_

### Aircraft Avionics & Additional Equipment (Please Give Model Info When Necessary)

Primary Function Display (PFD): \_\_\_\_\_

Multi-Function Display (MFD): \_\_\_\_\_

NAV/COM 1: \_\_\_\_\_ NAV/COM 2: \_\_\_\_\_

Transponder: \_\_\_\_\_ Auto Pilot: \_\_\_\_\_

Audio Panel: \_\_\_\_\_ GPS: \_\_\_\_\_

ADF: \_\_\_\_\_ DME: \_\_\_\_\_

HSI: \_\_\_\_\_ Stormscope: \_\_\_\_\_

Traffic: \_\_\_\_\_ Engine Monitoring: \_\_\_\_\_

Charts: \_\_\_\_\_ Terrain: \_\_\_\_\_

Flight Director: \_\_\_\_\_ Intercom: \_\_\_\_\_

XM Weather: \_\_\_\_\_ XM Radio: \_\_\_\_\_ WAAS: \_\_\_\_\_

Enhanced Vision System (EVS): \_\_\_\_\_ Dual Ahars: \_\_\_\_\_

Dual Air Data Computers: \_\_\_\_\_ Yaw Damper: \_\_\_\_\_

Electronic Stability Protection (ESP): \_\_\_\_\_ TKS Inadverting Deicing: \_\_\_\_\_

Flight Into Known Ice (FIKI): \_\_\_\_\_ 6 Point Engine Mount: \_\_\_\_\_

Rosen Sunvisors: \_\_\_\_\_ Platinum Engine: \_\_\_\_\_

Turbo: \_\_\_\_\_ Air Conditioning: \_\_\_\_\_

Please list any other notable avionics and additional equipment. \_\_\_\_\_

Additional comments and information. \_\_\_\_\_

*As the owner or representative of this aircraft, I warrant that this information is true and accurate. I am also aware that there are two pages, and I agree to hold Steel Aviation, Inc. and it's agents harmless in the event an error is made on my part.*

Signature \_\_\_\_\_

Date \_\_\_\_\_



# AIRCRAFT AGENCY AGREEMENT

## "EXCLUSIVE RIGHT TO SELL"

Manufacturer: \_\_\_\_\_ Model: \_\_\_\_\_  
Year: \_\_\_\_\_ N-Number: \_\_\_\_\_ Serial Number: \_\_\_\_\_

THIS AIRCRAFT BROKERAGE AGREEMENT ("Agreement"), dated \_\_\_\_\_ is made and entered into by and between \_\_\_\_\_ ("Seller"), and Steel Aviation, Inc., an Ohio corporation ("Broker").

### Seller and Broker Agree as Follows:

**Appointment of Broker.** Subject to and upon the terms and conditions of this Agreement, Seller hereby employs Broker as Seller's exclusive broker, and hereby grants to Broker the exclusive worldwide right to sell, broker and market the hereinafter-described Aircraft, during the term of this Agreement. Seller shall not grant to any other entity or individual any rights whatsoever in connection with the sale of the Aircraft during the term of this Agreement. As used herein, "Aircraft" means and refers to the aircraft as described above.

**Term.** The term of this Agreement shall commence on the date of this Agreement and shall continue for a period of six (6) months and thereafter unless and until terminated by either party by the giving of fifteen (15) days' notice to the other. Notwithstanding the termination of the term of this Agreement, the compensation described in Section 6 shall be due and payable to Broker by Seller if, within the ninety (90) day period following the effective date of any termination of this Agreement, Seller sells or agrees to sell the Aircraft to any person or entity (including any associated company or affiliate thereof) introduced to Seller by Broker or any agent or representative of Broker during the term of this Agreement.

**Broker's Representations and Covenants.** Broker is engaged in the business of selling corporate turbine-powered, jet and piston aircraft and has the capabilities reasonably necessary to perform the services contemplated by this Agreement. Broker has adequate capabilities to conduct a continuous sales campaign for the sale of the Aircraft and will actively pursue the representation and sale of the Aircraft.

**Seller's Representations and Covenants.** Seller represents that it is the sole owner of the Aircraft free and clear of any claim thereto by or lien or encumbrance thereon in favor of any other person or entity, and will deliver to the purchaser good and marketable title to the Aircraft free and clear of all claims, liens and encumbrances. If Seller withdraws the Aircraft from the market prior to the termination of the term of this Agreement, Seller will reimburse Broker for all reasonable advertising and selling costs relating to the Aircraft.

\_\_\_\_\_  
Seller's Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Broker's Signature (Steel Aviation)

\_\_\_\_\_  
Date

This agreement may be executed in any number of counterparts, all of which taken together shall constitute one and the same instrument, and any of the parties hereto may execute this Agreement by signing any such counterpart. The parties agree that this Agreement, any documents to be delivered pursuant to this Agreement and any notices hereunder may be transmitted between them by email and/or by facsimile. The parties intend that faxed signatures and electronically imaged signatures such as PDF files shall constitute original signatures and are binding on all parties.



📞 937-332-7587

✉️ [jaime@steelaviation.com](mailto:jaime@steelaviation.com)

🌐 [www.steelaviation.com](http://www.steelaviation.com)

📞 888-484-5011

53 NORTH STREET EXT. | P.O. BOX 10 | PHILLIPSBURG, OH 45354



**Marketing and Sale of Aircraft.** Seller agrees to sell Aircraft upon acceptance of a purchase offer, payable in cash in U.S. currency at closing. Seller agrees that at the time of sale Seller shall provide Aircraft to Buyer in airworthy condition free and clear of all liens and encumbrances. Seller reserves the right to accept or reject any offer that may be submitted. Marketing and Advertising will be done at the total expense and discretion of the Broker. Should the seller decide to remove the aircraft from the market at any time before the listing period has expired, Steel Aviation is owed costs of advertising and media limited to \$2,000.

**THE AIRCRAFT IS TO BE SOLD "AS IS", "WHERE IS" AND WITHOUT ANY WARRANTY, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR USE OR PURPOSE. NEITHER SELLER NOR BROKER SHALL BE LIABLE FOR ANY CONSEQUENTIAL DAMAGES INCURRED BY ANY PURCHASER OR ANYONE CLAIMING THROUGH SUCH PURCHASER EVEN IF IT HAS BEEN ADVISED IN ADVANCE ABOUT THE POSSIBILITY OF SUCH DAMAGES.**

It is agreed that in the case of a dispute the prevailing party shall have the right to collect from the other party its reasonable costs and attorney fees incurred in enforcing this agreement. It is agreed that the laws of the State of Ohio will govern this agreement.

To indemnify and hold harmless Agent from any liability, claims, damages, causes of actions or suits arising out of, or relating to, the sale or use of the Aircraft, including failure of Seller to disclose any material information to Agent relating to the Aircraft, The misrepresentation by Seller to any prospective buyer regarding The Aircraft or its condition, or the incorrect use of any form used in the transaction by any party to the transaction, including the Agent.

**Broker's Compensation.** Broker's compensation will be Four and Nine Tenths Percent (4.9%) of the contracted sale price prior to any concessions for inspection discrepancies and excluding any applicable sales or use taxes, payable at the time of the closing of the sale by bank wire transfer or other means of remittance acceptable to Broker. Broker's compensation as set forth herein shall be payable in respect of any sale of the Aircraft consummated during the term hereof or within the 90 day period immediately following termination of the term of this Agreement as described in Section 2. It is agreed that if Seller retains a deposit as a result of a non consummated sale. Deposit will be split between Broker and Seller.

**Entire Agreement; Binding Effect.** This Agreement contains the entire agreement of the parties with respect to the subject matter hereof and supersedes any other discussions or agreements relating to the subject of this Agreement. This Agreement shall be binding upon and shall inure to the benefit of the parties hereto and their respective heirs, successors, successors-in-title and assigns, as the case may be.

**Amendments Modifications and Notifications.** Neither this Agreement nor any provision hereof may be altered, amended, modified or changed orally, but may be so altered, amended, modified or changed only by an instrument in writing signed by the party against whom enforcement of such alteration, amendment, modification or change is sought.

It is agreed by both parties that electronic signatures and electronic copies of documents are acceptable for all aspects of this transaction. IN WITNESS WHEREOF, the parties hereto have executed this Agreement or have caused this Agreement to be executed as of the date first above written.

---

Seller's Signature

Date

---

Broker's Signature (Steel Aviation)

Date

This agreement may be executed in any number of counterparts, all of which taken together shall constitute one and the same instrument, and any of the parties hereto may execute this Agreement by signing any such counterpart. The parties agree that this Agreement, any documents to be delivered pursuant to this Agreement and any notices hereunder may be transmitted between them by email and/or by facsimile. The parties intend that faxed signatures and electronically imaged signatures such as PDF files shall constitute original signatures and are binding on all parties.



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# HANGAR YOUR AIRCRAFT WITH STEEL AVIATION

INFORMATION BELOW WILL ONLY APPLY TO AIRCRAFTS THAT ARE HOUSED AT STEEL AVIATION

Full Name: \_\_\_\_\_  
Phone Number: \_\_\_\_\_ Email: \_\_\_\_\_  
Manufacturer: \_\_\_\_\_ Model: \_\_\_\_\_  
Year: \_\_\_\_\_ N-Number: \_\_\_\_\_ Serial Number: \_\_\_\_\_

In order to service our clients in the best way possible we will hangar your aircraft here with us - at Steel Aviation. This allows a totally hands-off experience for you. We find that aircraft that "live" with us typically sell faster and it is less hassle for our owners. However, rest assured no matter what option you choose Steel Aviation is an extremely effective aircraft sales organization.

You may keep your aircraft with you at your own location during the listing period. Should you choose this option, you will be responsible for showing your aircraft and ensuring your aircraft is clean and presentable. You may also be responsible for providing photos of the aircraft, logbooks and other needed information.

The Aircraft will be professionally detailed before potential clients view aircraft. There is no charge for this service for aircraft hangared with Steel Aviation, Inc. Hangar rent is \$295.00 per month in Ohio and will be billed monthly to the airport. We ask you to place a credit card on file. You are responsible for getting the aircraft to our hangar, or the cost of sending a ferry pilot to pick up the aircraft. Should your aircraft need maintenance while here at Steel Aviation, we have an on-site maintenance shop, or the aircraft can be ferried to a service center of your choice. Owner is responsible for keeping Steel Aviation aware of any issues that need attention (i.e. Service Bulletin's. AD's Oil Changes etc.). Owner is responsible for ferry pilot, fuel, and maintenance charges. These will be invoiced to the Seller by Steel Aviation and are due and payable upon completion.

Steel Aviation will insure your aircraft while it is in our possession. You are responsible for payment of the premium, which will be billed on a monthly basis. You and any lienholders will be named under additional insured and issued a binder. This insurance coverage includes sales and demo coverage essentials, while your aircraft is for sale. It is the sellers responsibility to notify Steel Aviation that they would like to have their aircraft added to Steel Aviation's policy.

Please check this box to add the aircraft to Steel Aviation's policy. ☐

**PLEASE SIGN BELOW IF YOU WOULD LIKE TO HANGAR YOUR AIRCRAFT WITH STEEL AVIATION.**

Agent's Signature

Date

Buyer's Signature

Date

This agreement may be executed in any number of counterparts, all of which taken together shall constitute one and the same instrument, and any of the parties hereto may execute this Agreement by signing any such counterpart. The parties agree that this Agreement, any documents to be delivered pursuant to this Agreement and any notices hereunder may be transmitted between them by email and/or by facsimile. The parties intend that faxed signatures and electronically imaged signatures such as PDF files shall constitute original signatures and are binding on all parties.



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# STEEL AVIATION

**(937) 332-7587 / [WWW.STEELAVIATION.COM](http://WWW.STEELAVIATION.COM)**

**53 NORTH STREET EXT, 53 NORTH ST,  
PHILLIPSBURG AIRPORT (317), OH 45354**