

# *Plane Data, Inc.*

## **Customer Comments**

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***While we get many positive comments verbally. These are just a few of the written ones we have received.***

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*Mike - Thanks again, for all of your great help. This was my first airplane. Your diligence and advice were invaluable which made the "decision making process" much easier. As you know, I run my own business and you were able to expand our search to a truly nationwide level when my busy schedule would not have allowed me to do the legwork or the necessary analysis.*

**Roger Soape**  
**Houston, TX**

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Like most people considering the purchase of their first aircraft, I spent many hours on the Internet researching the various options and browsing the literally thousands of aircraft that are available on numerous websites. While this was both fun and educating, I knew that it's still did not make me an expert on buying an airplane. I did consider just going to a broker and asking them to find me the make and model that I was interested in. While that is certainly a quick and easy way to buy an airplane, I was also aware that brokers are normally concerned with two main things. Number one selling an aircraft to generate commission and number two representing the interests of the person paying the commission (the seller). While there is nothing wrong with either of those things. I was acutely aware that no one was looking out for my best interest and when buying an airplane that can be a very costly mistake. I am also a big believer in hiring experts to do things that I can't do, I don't do my own taxes, give legal advice, or diagnose my own illnesses. I hire experts for all of those things so it just made sense that if I was going to spend over \$100,000 to buy an airplane that I would want an expert on my side representing my best interests. That is when I found Mike Simmons and Plane Data Inc. For a very reasonable fee Mike helped me through the entire buying process. He helped me identify the airplane that would best fit my needs, and then went out and located several that were for sale. He personally inspected and appraised two different aircraft for me, helped in the

negotiations process, scheduled the pre-buy inspections, and made sure all of the paperwork was done properly. I certainly have no reservations in highly recommending Mr. Simmons and Plane Data Inc. for their services.

H. David Carpenter  
Mesa, AZ

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After deciding to finally buy my first airplane and doing all the local research with friends that own airplanes I hit the internet airways. I researched all the likely listing services, I hit individual listings, I looked at bulletin boards at airport FBO's and developed my own spreadsheet to compare aircraft. I researched what others were saying about certain years of certain aircraft, what to look out for and the like. After months of this I found myself more confused than when I started. That is when I found Mike Simmons and Plane Data, Inc. on the internet. My first thought was why pay someone else to find me an airplane, I am an intelligent, successful individual, I can do this. After a good hour on the phone with Mike I realized the volumes of stuff I didn't know about what to look for, what is important and what isn't so important. Mike also became someone to converse with that helped me really define the right plane for me at this time in my flying career. In short, Mike and Plane Data, Inc., was an important asset to locating my airplane. He assisted with locating numerous options, shortlisting, preparing and presenting the offer, negotiating the contract and followup through pre purchase and closing. Mike is courteous, no pressure, and very knowledgeable in the field of aviation. The concept of hiring a buyer's agent, who's sole job is to look out for the buyer, is something anyone buying an airplane needs to seriously consider.

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Hugo Unruh  
Stuart, FL

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Thinking of buying an airplane? Congratulations! I just bought my third aircraft and I did it a bit differently this time. While the advice one can get via AOPA, EAA, etc. is good and valuable, a successful purchase experience depends largely upon the quality of the research you do before the deal is done. This research includes determining the aircraft history, title search, and determination of market value. In the past I have attempted to do this research but I have found that it is a) time consuming and b) sometimes you don't know what you don't know. This is where the Buyers Agent service enters the equation and can add considerable value. I retained Plane Data, Inc. as a buyers agent in my most recent purchase. In short this made the experience largely hassle free. Plane Data conducted the aircraft searches, individual aircraft qualifications, and did the aircraft appraisal and seller negotiation on my behalf. I was able to stay an arms length from the

transaction comfortable in the knowledge that an accurate and impartial agent was representing my interests. This is due to the fact that a buyers agent is paid a retainer for their services and this is their sole compensation. The agent has no financial stake whatsoever in the type of aircraft you buy, who you buy it from (dealer or private owner) or the purchase price. I was very satisfied with the service I received and can recommend Plane Data, Inc. without reservation. Using a Buyers Agent is simply a better way to go about buying an aircraft, particularly if you are short on time or expertise.

Joe Giallo  
Raleigh, NC

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*Mike,*

*I want you to know how much I enjoyed working with you as my Consultant and Buyer's Agent in finding and purchasing my airplane. Just as important, I appreciate what an outstanding job you did in representing me.*

*I feel extremely fortunate to have been referred to you by Brian M. Jacobson, author of Purchasing and Evaluating Airplanes. This was my first purchase of an airplane and the transaction went seamlessly because of your professionalism and attention to the minutest detail. You got off to a prompt start and had a thorough understanding of what I was looking for as well an excellent feel for the market. You always went the extra mile, for example when you wrote the Airport Director and described our progress, preventing the loss of my empty hangar during the purchasing process.*

*You kept me informed each step of the way and always responded promptly to my phone calls. I especially appreciated your being 100% available to me by taking my phone calls 24/7, on the weekends, in the evenings and at even your home after hours.*

*You understood the seller well and successfully negotiated a fair price for my airplane while keeping a good relationship with him which paid off when we asked for further requests and concessions. You followed through with escrow to be certain*

*all the paper work was complete. Even after the sale you remained in touch with me with thoughtful suggestions for a new owner!*

*The process was a thoroughly enjoyable one and went smoothly from start to finish. Thank-you for representing me so well. You deserve my highest recommendation.*

*With sincere appreciation,*

*Bert N. Gilling*

*Lafayette, California*

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As the retiring CEO of a large architectural/construction organization, I can assure you that I have dealt with many consultants.

I wanted to take this opportunity to recommend "Plane Data, Inc.", specifically Mike Simmons. Mr. Brian Jacobson, who is a nationally known author, appraiser and pilot referred Mike to me.

My association with Mike has been one of the most satisfactory and professional relationships you could expect. This was my first purchase of an airplane and Mike's judgment and approach proved to be exceedingly valuable to me. In fact, he represented me throughout the whole process and I can truly say it has been a pleasure.

My son and I are completing our flight training and are sure Mike will be there for us when we pursue another plane in the future.

**Dan Brockwell**  
**Virginia Beach, VA**

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