

# Aircraft Acquisition

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There is a stream of aircraft which sell, but are never advertised. These aircraft sell at or near wholesale prices and most end users never even hear about them. These deals are snapped up almost as suddenly as they appear due to being the tremendous values that they are. Northern Jet Sales has helped numerous users connect to this “wholesale underground” and would love to plug you in as well.

The following are but a few of the reasons Northern Jet Sales has been so successful in connecting its clients to this wholesale underground.



We routinely call owners and other companies in aviation looking for aircraft coming on the market. We call often enough to know what they are thinking, but not so often to wear out our welcome. Ron Northern has been speaking to owners and many aviation companies for many years and has developed countless relationships with owners and other aviation companies. This presents one of the best buying opportunities because you are offering the seller the ability to rid himself

of the aircraft immediately without having to select a broker, advertise the aircraft and then settle for a yet to be determined figure at a yet to be determined time in the future. We offer an attractive convenience.

With information so easily available, once an aircraft becomes advertised in one place, everyone is notified of its existence. Buying the aircraft at a reasonable price becomes far more difficult because once everyone knows about it, you need only be the highest bidder to own it. Northern Jet Sales provides its clients with the cutting edge research required to purchase aircraft before the rest of the world knows about it.

Another very important part of the wholesale underground is the reputation we have as being a major player in many markets. This is beneficial in two ways. First, we receive numerous calls every week from jet dealers or brokers that are being offered a trade for one of their aircraft. The trade is often an obstacle to their ability to sell their own aircraft and they call us to help remove that obstacle. There have been numerous occasions when we were unable to purchase an aircraft when speaking directly to the owner, but were able to buy it at our price by coordinating with another dealer/broker taking the same aircraft on trade.

Secondly, we have established numerous relationships nationally and internationally over the years. There are often times when one of these relationships, a "bird dog", will call to notify of us of an aircraft coming on the market. The reasons they call us are many. As a specialist in the market, they know we are likely to have clients on hand. Sometimes the aircraft needs to be sold "quietly" for internal political reasons and they know that we can be trusted. Other times the individual simply doesn't have an exclusive to sell and doesn't have confidence in the overall dealer/broker community to honor them if they were to advertise the aircraft. However, they trust us and know they can speak freely without harmful

recourse.

Another benefit we offer our clients is our database. Having researched and tracked many aircraft for years we know most of the aircraft which have damage history, missing log books, questionable history and so forth. We often know more about the history of an aircraft than the present owner. There are times when purchasers aren't told about damage history or missing records because the seller simply forgot or didn't know. During the middle of a pre-purchase inspection is not the time you want to find out.

Northern Jet Sales contracts with its customers on a pre-determined fee basis. However, our fee is not due until an aircraft is located, passes pre-purchase inspection and closes. If we are unable to locate an aircraft that meets a customer's parameters, the customer will owe us nothing. And in the rare instance when a customer is dissatisfied for any reason, they can give us seven (30) days notice and be released from our agreement with no further monetary obligations\*.



With Northern Jet Sales you will gain the inside track to the wholesale underground, where aircraft can be purchased at or near wholesale prices. Please [contact us](#) today to discuss the acquisition process and the specifics of the aircraft you are searching. The savings will be substantial and the risk

absolutely minimal. Your enthusiastic satisfaction is guaranteed.

**Give us a call NOW at 615-217-1006**