

# AIRCRAFT SALES & ACQUISITIONS

Sunwest Aviation has a proven track record in the new and resale aircraft marketplace. We buy and sell aircraft on behalf of management customers, for our own requirements, and for third parties.

We have decades of experience with aircraft transactions and can offer you professional advice pertaining to the commercial and technical aspects of these transactions.

We have the experience and expertise required to guide you through the complex process of buying or selling an aircraft.



## AIRCRAFT ACQUISITION

If you are considering the purchase of a new or used aircraft, an Acquisition Agreement with Sunwest will ensure a thorough and unbiased approach to the selection of an appropriate aircraft. Our services include:

- A thorough review and evaluation of buyer's requirements based on mission requirements and budget
- An evaluation of appropriate aircraft types available
- Performance analysis and comparison of appropriate types
- Recommendation of an appropriate aircraft
- Research of new and / or used marketplace for type selected
- Research requirements for Canadian registration
- Prepare offer to purchase aircraft with appropriate conditions
- Negotiate acceptance of offer to purchase
- Review and negotiate detailed purchase agreement
- Arrange for visual inspection, records inspection, and pre-purchase inspection
- Coordinate test flight
- Monitor pre-purchase inspection
- Resolve discrepancies / deficiencies identified in pre-purchase inspection
- Monitor rectification of discrepancies
- Research airframe modifications for Canadian acceptance
- Coordinate title search, closing and transfer of title, warranty, etc.
- Coordinate delivery flight
- Complete importation and Canadian registration

## AIRCRAFT SALES

If you are selling an aircraft, you should consider an exclusive Aircraft Sales Agreement with Sunwest Aviation. Such an agreement entitles you to the following services:

- A market review for the aircraft type being sold
- Aircraft valuation based on equipment, condition and market data
- Aircraft listings in the most effective industry print and electronic publications
- Direct contact with locally based aircraft management prospects
- Direct contact with other aircraft dealers and operators
- Coordination and support of all pre purchase inspections
- Review and recommendations regarding all offers and purchase agreements
- Coordination of closing

