

# TO WHOM IT MAY CONCERN

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I have known Chuck Smith and C&J Aircraft since 2005. Over our 5+ year working relationship, Chuck has managed the purchase (and subsequent sale) of the following aircraft for me:

1954 North American T28 - purchase and sale  
2000 Cessna Citation CN - purchase (still owned)  
1990 Bell JetRanger 206B3 - purchase (still owned)  
2001 Beech Bonanza A36 - purchase and sale

Chuck has certain skills and traits that have brought him to the very top of his business, and kept him successful while other competitive firms have faded or failed:

- 1) He knows the aircraft industry very well, and he has an urgency and commitment to learning what he doesn't know. The results for me have been spectacular aircraft, purchased without flaws or surprises.
- 2) Chuck seems to have an uncanny knack for finding great deals, on high value aircraft. He is well connected in the marketplace, and knows all of the tools for being appraised real-time of the available, and soon to be available aircraft. His business is run well, has all of the automation tools, and includes motivated and knowledgeable employees, who are up-to-date when Chuck is airborne and questions arise.
- 3) Chuck and his team are committed to the highest ethical standards. They are expert communicators and value long-term relationships. Chuck is a man of his word, and can be trusted to always do the right thing ..
- 4) Chuck and his team work very hard. They bring energy and enthusiasm and a will to win every day of the week. Like with the best organizations, they take pleasure and pride in bringing great value to their clients.

I retired after selling my healthcare software company in late 1999. As the CEO of my business for 17 years, and the EVP of the company that purchased mine for almost 3 years, I have had an opportunity to appreciate character traits in special people. I have found that success depends upon the people you surround yourself with, and life is too short to accept less than the best. I can whole-heartedly recommend Chuck Smith and C&J.

Sincerely,



Don Ratcliff  
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